

Message Text

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PAGE 01 KARACH 02437 240844Z

13

ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-11 DOTE-00 XMB-07 AID-20

CIAE-00 INR-10 NSAE-00 RSC-01 STR-08 DRC-01 TRSE-00

/069 W

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R 240710Z NOV 73

FM AMCONSUL KARACHI

TO AMEMBASSY ISLAMABAD

AMCONSUL LAHORE

INFO SECSTATE WASHDC 7668

LIMITED OFFICIAL USE KARACHI 2437

E.O. 11652: N/A

TAGS: ETRN, PK

SUBJECT: GM INTERESTS IN LOCOMOTIVE SALES TO PWR

1. J.L. ROSE, MANAGER, GM OVERSEAS OPERATIONS, CALLED AT CONGEN 24 NOVEMBER TO APPRISE US OF CURRENT TRIP IN CONNECTION POSSIBLE SALE 67 DIESEL-ELECTRIC LOCOMOTIVES FOR "CRASH PROGRAM" 1973-75 TO PWR. ROUGH ESTIMATE TOTAL VALUE \$23 MILLION.

2. ROSE HAD ALREADY DISCUSSED DEAL IN KARACHI WITH CENTRAL COMMUNICATIONS MINISTER JATOI AND PWR CHAIRMAN QADAR. FROM THESE MEETINGS ROSE LEARNED THAT ONLY COMPETITION IN VIEW WAS OFFER OFFICIAL CANADIAN LOAN, CITED BY JATOI. ROSE SAID HE HAD BEEN IN TOUCH WITH EXIM BANK ON PRELIMINARY BASIS, FROM WHICH HE LEARNED EXIM HAD GIVEN PAKISTAN "D" RATING, NOT ANXIOUS TAKE INITIATIVE ON FURTHER LOANS, BUT NOT CLOSING DOOR ALTOGETHER. ROSE PREPARED APPROACH EXIM AGAIN ON BASIS EXIM FINANCING MIGHT ASSURE US SALE, BUT CANADIAN FINANCING MIGHT BE APPLIED TO SALE FROM GM CANADIAN SUBSIDIARY WITH ROUGHLY HALF AND HALF US/CANADIAN CONTENT. ROSE SAID JATOI APPEARED TO WELCOME GM INTEREST AS ONLY COMPETITION TO

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CANADIAN OFFER.

3. ROSE TRAVELING TO LAHORE 26 NOVEMBER TO MEET WITH
TECHNICAL LEVEL PWR AND TO ISLAMABAD 27 NOVEMBER TO SEE
STAFF LEVEL MINISTRY OF COMMUNICATIONS. WE HAVE GIVEN
HIM NAMES OF KING AND GRIFFIN IN LAHORE, SANDERHOFF IN
ISLAMABAD, AND SPRINGER IN DEPARTMENT IN CASE HE REQUIRES
OFFICIAL CONTACT.
TIGER

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: SALES, ROLLING STOCK, BANK LOANS
Control Number: n/a
Copy: SINGLE
Draft Date: 24 NOV 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: golinofr
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973KARACH02437
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: KARACHI
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19731115/aaaaakrf.tel
Line Count: 69
Locator: TEXT ON-LINE
Office: ACTION COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: golinofr
Review Comment: n/a
Review Content Flags:
Review Date: 07 JAN 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <07-Jan-2002 by kelleyw0>; APPROVED <23-Jan-2002 by golinofr>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: GM INTERESTS IN LOCOMOTIVE SALES TO PWR
TAGS: ETRN, PK, XMB
To: COM ISLAMABAD LAHORE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005